

SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - JANUARY 31, 2022



7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Eastern Bank	72	\$8,470,000	\$117,639
2	Needham Bank	16	\$2,379,000	\$148,688
3	Td Bank, National Association	16	\$760,800	\$47,550
4	Newtek Small Business Finance, Inc.	12	\$7,460,000	\$621,667
5	Webster Bank, National Association	10	\$2,126,500	\$212,650
6	Enterprise Bank And Trust Company	9	\$4,191,000	\$465,667
7	Cambridge Savings Bank	9	\$3,672,000	\$408,000
8	St. Mary'S Cu	9	\$675,800	\$75,089
9	Salem Five Cents Savings Bank	8	\$2,000,000	\$250,000
10	Berkshire Bank	7	\$2,304,800	\$329,257
11	Cape Cod Five Cents Savings Bank	7	\$570,000	\$81,429
12	Citizens Bank, National Association	6	\$5,257,900	\$876,317
13	Bristol County Savings Bank	6	\$1,746,500	\$291,083
14	North Shore Bank, A Cooperative Bank	5	\$1,370,000	\$274,000
15	Rockland Trust Company	5	\$752,500	\$150,500
16	Live Oak Banking Company	4	\$10,764,000	\$2,691,000
17	Customers Bank	4	\$4,861,000	\$1,215,250
18	Celtic Bank Corporation	4	\$4,795,000	\$1,198,750
19	Leader Bank, National Association	4	\$1,052,000	\$263,000
20	Webster Five Cents Savings Bank	4	\$589,000	\$147,250
21	Avidia Bank	3	\$1,897,000	\$632,333
22	Cadence Bank	3	\$925,000	\$308,333
23	Northern Bank And Trust Company	3	\$900,600	\$300,200
24	Brookline Bank	3	\$615,000	\$205,000
25	Common Capital Inc.	3	\$573,000	\$191,000
26	South Shore Bank	3	\$300,000	\$100,000
27	Cornerstone Bank	2	\$900,000	\$450,000
28	Coastal Heritage Bank	2	\$425,000	\$212,500
29	Dean Co-Operative Bank	2	\$400,000	\$200,000
30	Gfa Fcu	2	\$304,000	\$152,000
31	Greylock Fcu	2	\$160,000	\$80,000
32	People'S United Bank, National Association	2	\$140,000	\$70,000
33	Santander Bank, National Association	2	\$117,000	\$58,500
34	Workers Fcu	2	\$109,900	\$54,950

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
35	Easthampton Savings Bank	2	\$87,000	\$43,500
36	Fall River Five Cents Savings Bank D/B/A Ba	2	\$40,100	\$20,050
37	Lee Bank	2	\$33,400	\$16,700
38	Belmont Bank & Trust Company	1	\$2,500,000	\$2,500,000
39	Liberty Bank	1	\$1,600,000	\$1,600,000
40	Colony Bank	1	\$1,413,500	\$1,413,500
41	Fidelity Co-Operative Bank	1	\$690,000	\$690,000
42	Reading Co-Operative Bank	1	\$550,000	\$550,000
43	Peoplesbank	1	\$467,200	\$467,200
44	United Community Bank	1	\$380,000	\$380,000
45	First Financial Bank	1	\$350,000	\$350,000
46	Stearns Bank National Association	1	\$350,000	\$350,000
47	First Home Bank	1	\$250,000	\$250,000
48	Westfield Bank	1	\$188,000	\$188,000
49	Newburyport Five Cents Savings Bank	1	\$187,500	\$187,500
50	Unibank For Savings	1	\$125,000	\$125,000
51	Cape Ann Savings Bank	1	\$115,000	\$115,000
52	The Pittsfield Co-Operative Bank	1	\$102,000	\$102,000
53	Readycap Lending, Llc	1	\$95,000	\$95,000
54	South Eastern Economic Development Corpora	1	\$82,000	\$82,000
55	Community Investment Corporation	1	\$75,000	\$75,000
56	Rollstone Bank & Trust	1	\$75,000	\$75,000
57	Greenfield Savings Bank	1	\$70,000	\$70,000
58	North Brookfield Savings Bank	1	\$66,000	\$66,000
59	Florence Bank	1	\$60,000	\$60,000
60	Middlesex Savings Bank	1	\$60,000	\$60,000
61	Harborone Bank	1	\$50,000	\$50,000
62	Bankgloucester	1	\$25,000	\$25,000
63	Keybank National Association	1	\$25,000	\$25,000
Grand Total		283	\$ 83,676,000	\$ 295,675

504 Loans				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Bay Colony Development Corporation	50	\$25,524,000	\$510,480
2	Granite State Economic Development Corp	36	\$21,365,000	\$593,472
3	New England Certified Development Corp	21	\$21,121,000	\$1,005,762
4	Cape & Islands Community Development, Inc.	10	\$8,722,000	\$872,200
5	South Eastern Economic Development Corp	10	\$8,526,000	\$852,600
6	Worcester Business Development Corporation	4	\$1,800,000	\$450,000
7	Ocean State Business Development Authority	1	\$357,000	\$357,000
Grand Total		132	\$ 87,415,000	\$ 662,235

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Third Party Lenders				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Enterprise Bank And Trust Company	13	\$11,734,315	\$ 902,640
2	Rockland Trust Company	13	\$9,012,772	\$ 693,290
3	Salem Five Cents Savings Bank	10	\$5,730,750	\$ 573,075
4	People'S United Bank, National Association	8	\$5,401,268	\$ 675,159
5	Eastern Bank	8	\$4,633,305	\$ 579,163
6	Cornerstone Bank	6	\$2,692,657	\$ 448,776
7	BankFive	5	\$6,068,890	\$ 1,213,778
8	Webster Bank, National Association	5	\$5,530,000	\$ 1,106,000
9	Cape Cod Five Cents Savings Bank	4	\$2,094,250	\$ 523,563
10	Harborone Bank	3	\$5,013,167	\$ 1,671,056
11	Coastal Heritage Bank	3	\$4,472,000	\$ 1,490,667
12	Seamen'S Bank	3	\$2,225,000	\$ 741,667
13	South Shore Bank	2	\$3,017,500	\$ 1,508,750
14	Middlesex Federal Savings, F.A.	2	\$2,486,018	\$ 1,243,009
15	Td Bank, National Association	2	\$2,391,000	\$ 1,195,500
16	Walpole Co-Operative Bank	2	\$2,140,000	\$ 1,070,000
17	Middlesex Savings Bank - 33108	2	\$1,800,000	\$ 900,000
18	Primary Bank	2	\$1,227,500	\$ 613,750
19	Needham Bank	2	\$1,058,750	\$ 529,375
20	Bristol County Savings Bank	2	\$797,500	\$ 398,750
21	Avidia Bank	2	\$675,000	\$ 337,500
22	Hometown Bank	2	\$654,000	\$ 327,000
23	Brookline Bank	2	\$635,000	\$ 317,500
24	Martha'S Vineyard Bank	1	\$3,325,000	\$ 3,325,000
25	Easthampton Savings Bank	1	\$3,242,201	\$ 3,242,201
26	Mountainone Bank	1	\$2,195,500	\$ 2,195,500
27	Bank Of America, National Association	1	\$1,340,790	\$ 1,340,790
28	Berkshire Bank	1	\$1,322,000	\$ 1,322,000
29	Webster First Fcu	1	\$1,176,430	\$ 1,176,430
30	Northern Bank And Trust Company	1	\$1,085,000	\$ 1,085,000
31	Baycoast Bank	1	\$1,062,127	\$ 1,062,127
32	The Provident Bank	1	\$955,863	\$ 955,863
33	The Cooperative Bank	1	\$790,000	\$ 790,000
34	Main Street Bank	1	\$736,842	\$ 736,842
35	Svb Financial Group	1	\$705,000	\$ 705,000
36	Keybank National Association	1	\$610,000	\$ 610,000
37	Reading Co-Operative Bank	1	\$600,000	\$ 600,000
38	Webster Five Cents Savings Bank	1	\$600,000	\$ 600,000
39	Community Bank, National Association	1	\$527,575	\$ 527,575
40	Greenfield Co-Operative Bank	1	\$510,000	\$ 510,000
41	East Boston Savings Bank	1	\$475,000	\$ 475,000
42	The Cooperative Bank Of Cape Cod	1	\$439,750	\$ 439,750

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
43	Mechanics Cooperative Bank	1	\$430,000	\$ 430,000
44	Greenfield Savings Bank	1	\$406,000	\$ 406,000
45	Westfield Bank	1	\$375,000	\$ 375,000
46	Align Cu	1	\$349,949	\$ 349,949
47	Leader Bank, National Association	1	\$337,500	\$ 337,500
48	Lee Bank	1	\$300,000	\$ 300,000
49	Liberty Bank	1	\$280,000	\$ 280,000
50	North Easton Savings Bank	1	\$197,500	\$ 197,500
51	Peoplesbank	1	\$192,500	\$ 192,500
52	Centreville Bank	1	\$171,000	\$ 171,000

	Grand Total	132	\$ 106,229,169	\$ 804,766
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Microlenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Common Capital Inc	8	\$ 57,000	\$ 7,125
2	South Eastern Economic Development Corp	7	\$ 164,500	\$ 23,500
3	North Central MA Development Corp	3	\$ 70,000	\$ 23,333
4	Dorchester Bay Economic Development	2	\$ 25,000	\$ 12,500
5	EDIC of Lynn	2	\$ 10,000	\$ 5,000

	Grand Total	22	\$ 326,500	\$ 14,841
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SBA SPRINGFIELD BRANCH OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - JANUARY 31, 2022
WESTERN MASSACHUSETTS

The following loans are included in the MA Loan Volume Report totals above:

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	TD Bank, National Association	5	\$309,000	\$61,800
2	Common Capital Inc.	3	\$573,000	\$191,000
3	Berkshire Bank	3	\$41,000	\$13,667
4	Newtek Small Business Finance, Inc.	2	\$1,809,000	\$904,500
5	Greylock Fcu	2	\$160,000	\$80,000
6	Easthampton Savings Bank	2	\$87,000	\$43,500
7	Lee Bank	2	\$33,400	\$16,700
8	Liberty Bank	1	\$1,600,000	\$1,600,000
9	Peoplesbank	1	\$467,200	\$467,200
10	Customers Bank	1	\$450,000	\$450,000
11	Stearns Bank National Association	1	\$350,000	\$350,000

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
12	Westfield Bank	1	\$188,000	\$188,000
13	The Pittsfield Co-Operative Bank	1	\$102,000	\$102,000
14	Greenfield Savings Bank	1	\$70,000	\$70,000
15	Florence Bank	1	\$60,000	\$60,000
16	Keybank National Association	1	\$25,000	\$25,000

	Grand Total	28	\$ 6,324,600	\$ 225,879
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504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Granite State Economic Development Corp	6	\$2,436,000	\$406,000
2	New England Certified Development Corp	4	\$4,852,000	\$1,213,000

	Grand Total	10	\$7,288,000	\$ 728,800
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Third Party Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Easthampton Savings Bank	1	\$ 3,242,201	\$ 3,242,201
2	MountainOne Bank	1	\$ 2,195,500	\$ 2,195,500
3	Berkshire Bank	1	\$ 1,322,000	\$ 1,322,000
4	Community Bank, N.A.	1	\$ 527,575	\$ 527,575
5	Greenfield Co-Operative Bank	1	\$ 510,000	\$ 510,000
6	Greenfield Savings Bank	1	\$ 406,000	\$ 406,000
7	Westfield Bank	1	\$ 375,000	\$ 375,000
8	Lee Bank	1	\$ 300,000	\$ 300,000
9	Liberty Bank	1	\$ 280,000	\$ 280,000
10	Peoplesbank	1	\$ 192,500	\$ 192,500

	Grand Total	10	\$9,350,776	\$935,078
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